

**United States Senate Commerce Subcommittee on Consumer  
Affairs, Foreign Commerce & Tourism**

**"Markets for the Millennium"**

The International Trade Club of Greater Kansas City, Inc. is 55 years old and is comprised of a membership of over 600 members representing approximately 350 companies.

The foundation for the club through its over half a century rests with its mission statement: to promote international business through focused commercial education and networking to support individuals and businesses in the Greater Kansas City area.

The commercial education component of the mission statement is fulfilled through a number of seminars conducted annually. This year's seminars have included:

Jan. 6 Updates on NASCO & the Federal Highway Bill (North America's Superhighway Coalition)

Jan. 13	Export Documentation Seminar
Jan. 15	Security While Traveling Overseas
Jan. 27	Import Series Part I - Customs Compliance Assessment
Feb. 3	Globalization
Feb. 10	International Letters of Credit Seminar
Feb. 24	Import Series II - Fundamentals of Importing
Mar. 3	Communications Across the Pond
Mar. 10	The Jackson Hole Conference Report Seminar
Mar. 24	Import Series Part III - Draw Back Regulations
Apr. 7	China - Business Insights
Apr. 21	Current Events In Transportation
Apr. 28	Import Series Part IV - Custom Penalties & Prior Disclosure
May 5	International Agriculture
May 18	The European Union
June 2	Business with Russia
June 9	International Sales & Marketing
June 29	The How to" of International Trade

10 of these seminars were offered in conjunction with the International Division of the Greater Kansas City Chamber of Commerce. A recent survey by the International Trade Club indicated a majority of our members are interested in specific countries and focused tactical seminars.

The networking component of the mission statement is fulfilled through a number of meetings, receptions, and other social gatherings throughout the year. At the request of our members for additional networking opportunities, we established a new program for 1999 entitled International After Hours, a bi-monthly reception after business hours for socializing. Anyone doing business or interested in doing business in the international marketplace is encouraged to attend. The response has exceeded our expectations.

Whether you are new to the international arena or a veteran conducting business globally, the International Trade Club offers opportunities to grow your business. Joint efforts with other Kansas City international organizations offer further additional international opportunities for our members.

While the International Trade Club does not have statistics for the international business activities of its individual members, we feel comfortable in the utilization of the export totals as compiled by the Department of Commerce for the Greater Kansas City area. Our membership base is representative of a broad spectrum of manufacturers and service providers doing business throughout the world. (See Attachment A)

An additional indicator of international activity utilized by the International Trade Club is via the Heartland International Business Index (HIBI). This index was started by the International Trade Club in 1996 in conjunction with Professor Ernie Goss of Creighton University in

Omaha,  
Nebraska. The index is compiled for the Heartland Alliance and is  
an economic  
indicator of  
international business with the nine member states: Missouri,  
Kansas, Iowa,  
Nebraska, Oklahoma,  
North and South Dakota, Minnesota and Arkansas. An index of 50 or  
greater  
depicts growth. The  
HIBI measures changes in the monthly export and import activities  
for the nine  
Heartland states  
and compares it to the United States average.

Heartland export orders moved up again in May but lagged national  
export order  
growth.  
Heartland orders reached 48.8 in May, up from April's 48.3. For  
the state of  
Missouri, the May  
export index reached 51.5. In comparison, the national export  
orders index rose  
to 52.4 in May  
from 51.6 in April.

The International Trade club offers its information, educational  
seminars and  
networking  
opportunities to both members and non-members. For additional  
information  
regarding any  
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